

The One-Page(ish) Cheat Sheet

Key ideas, the tools we showed, and what to do next.

The Big Ideas

- ✓ **1.** The AI era just started — your early-adopter advantage is the next one to two years. Almost everyone is early.
- ✓ **2.** AI is leverage: one builder + AI can do the work of 10–20. AI empowers; humans remain the drivers.
- ✓ **3.** Beyond chatbots: use AI as an agent (executes automation) and as a thinking partner (finds your blind spots).
- ✓ **4.** Build a system of AI, not a lone genius — models hallucinate; a council that cross-checks raises quality.
- ✓ **5.** Problem before tool — always. 95% of AI pilots fail by starting from the tool, not the pain.
- ✓ **6.** Own your recipe, data, workflows, and governance. AI enlarges the kitchen; the recipe stays yours.

Tools We Showed — and Where to Find Them

Tool	What it's for	Where
Claude Desktop	The AI brain + Cowork and Claude Code — work your files, automate, build	claude.ai/download
n8n	Deterministic, multi-step automation with a human in the loop	n8n.io
Claude Code — Routines	Scheduled, single-step research (daily brief, competitor watch)	claude.ai
Zapier	Trigger-based app-to-app automation	zapier.com
MCP (Model Context Protocol)	The open “USB-C for AI” that connects tools & data	modelcontextprotocol.io
LLM Council (Karpathy)	A council of models that debate, rank, and synthesize	github.com/karpathy/llm-council
Replit Agent	Build working software from a plain-English spec	replit.com
Sakana AI	Multi-agent “debate then agree” (honorable mention)	sakana.ai

Prerequisite for Cowork + Claude Code: a Claude Pro or Max subscription. n8n and Zapier have free tiers to start.

The Frameworks

AI Literacy — three layers

- Judgment — can you tell good output from confident nonsense?
- Value awareness — what are your skills worth now; what does AI inflate or compress?
- Agency — you still choose the vendor, the data you share, and what to keep in-house.

Builders / Sellers / Measurers

- Builders make products; Sellers keep customers — AI empowers both.
- Measurers (audit, compliance, middle management) — AI increasingly replaces.
- Let AI measure; redeploy people to building and selling.

Build Now / Watch & Test / Not Yet

- Build Now — high value + mature tech. Point builders here this quarter.
- Watch & Test — promising but unproven. Small pilots only.
- Not Yet — immature or high-risk. Track and revisit.

Owning vs. Doing

- Own your data sovereignty, your automation workflows, your governance, and your recipe.
- The recipe — your judgment and way of serving clients — is the moat.

The Leverage Equation: Outcome = Human Direction × AI Execution. Zero direction × infinite execution is still zero.

Do This Week

- ✓ **1.** Write down one real problem an AI “with limbs” could solve for you.
- ✓ **2.** Ask AI to rebut a decision you’re confident in — have it name the 3 ways it could fail.
- ✓ **3.** Download Claude Desktop and try Cowork or Claude Code on one small task.

Keep going

A full plain-English AI glossary was provided with this session. Ready to build hands-on? The AI Builder’s Workshop (4 Saturdays, September) covers n8n, MCP, Skills, and Claude Desktop — early-adopter price \$699 (from \$1,399).

Details & registration: purplo.com/ai-builder-workshop